

MARYLAND DEPARTMENT OF HEALTH

PRE-PROPOSAL MEETING
FOR

Medicaid Agreed Upon Procedures Reviews and Accounting
and Consulting Services Related to Capitated Rate
Setting for Managed Care Organizations (MCOs) and
Medical Regulations Compliance Auditing for MCOs and
Disproportionate Share Hospitals (DSH)

CONTRACT NO.: MDH-OPASS 22-18952

FEBRUARY 25, 2021

via Google Meet

1:10 p.m. - 1:55 p.m.

PRESENT FROM MDH:

CALVIN JOHNSON, Contract Administrator
THELMA MCCLELLAN, Contract Monitor
JANELLE ROBINSON, MBE Coordinator
SABRINA LEWIS, Procurement & MBE Coordinator
CHARLISE JEFFERSON, Procurement Coordinator

ALSO PRESENT:

JOHN DRESSLAR, Myers and Stauffer
RACHELLE OGUN, Maher Duessel
LISA RITTER, Maher Duessel
ANNETTE LINDEMANN, LD Consulting
TAMMY BEMSKE, Myers and Stauffer
MONIQUE BOOKER, SB & Company
PAMELA GRAY, SB, & Company
MARY RULLOW, Bert Smith & Company
SENTHIL RAMIAH, Aileron Consulting, LLC

REPORTED BY: KATHLEEN A. COYLE, Notary Public

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1 P R O C E E D I N G S

2 MR. JOHNSON: I'd like to welcome everyone
3 here. A couple of housekeeping rules. If you have not
4 had the opportunity to mute your phones, please do so
5 in order to cut down any reverberation or any
6 background noise. If you have not, I will more than
7 likely mute your phone for you. We want to make sure
8 that everyone is able to be heard during this process
9 and prohibit you from receiving the information.

10 Next, if you have any questions, which we are
11 going to ask and, again, I'll go back to this later on
12 in our conference, please make sure that you are --
13 anytime you ask questions please make sure you follow
14 up with those, write down those questions, follow up
15 with an email. And more importantly, for Kathy's
16 sanity, when you are speaking or ask a question we do
17 ask that you introduce yourself first and your
18 organization, and then you ask your question as clearly
19 as possible. Again, we ask you to introduce yourself,
20 your organization, and then you ask the question.

21 All right. So I will go ahead and get

1 started with our introductions. I'm going to ask,
2 again, for -- we'll start with introductions, starting
3 with the Maryland Department of Health staff first,
4 beginning with the program.

5 MS. MCCLELLAN: Good afternoon. I'm Thelma
6 McClellan. I'm the deputy director in the Office of
7 Finance, and I'm serving as the contract monitor.

8 MS. LEWIS: Good afternoon. Sabrina Lewis.
9 I am the procurement and MBE coordinator.

10 MS. ROBINSON: Hi. This is Janelle Robinson.
11 I'm the MBE director for the Department of Health.

12 MR. JOHNSON: Do we have any more MDH staff?

13 (No response.)

14 MR. JOHNSON: Again, hello. My name is
15 Calvin Johnson. I serve as the procurement officer and
16 contract officer in the Procurement Office for the
17 Maryland Department of Health, Office of Procurement
18 and Support Services. I'm serving as the contract
19 officer for this solicitation.

20 Again, there is a sign in sheet in the Google
21 chat. What I will also do is I will gladly also follow

1 up with a link to everyone who is here today, but ask
2 that you do let us know that you are here and we will
3 follow up with an email with the same sign in sheet
4 that is on our Google page as well.

5 And thank you. Thank you to those who are
6 requesting access to the Google sign in page. That
7 will be very helpful for your solicitation purposes as
8 well.

9 Again, we will now have introductions from
10 our business community, or our potential offerors.
11 Because we do not have -- what I will do is I will
12 invite our MBA staff, what I will do is I'll go by the
13 call-in numbers here. And I'll start with the last
14 digit of the call in number is 71. First three numbers
15 --

16 THE REPORTER: Mr. Johnson, I'm so sorry to
17 interrupt, but I am getting some -- it might be Ms.
18 Booker that I'm getting some interference from. She's
19 not muted. There we go. I was getting some audio
20 interference.

21 MR. JOHNSON: I'm going to go ahead and mute

1 some of the calls, the phone lines. All right. Are
2 you able to hear clearly, Kathy?

3 THE REPORTER: I can. Yes. As long as
4 everyone is muted, it's perfect.

5 MR. JOHNSON: Thank you. So I'll start off
6 by saying the first -- I'll begin, hopefully these are
7 not OPASS staff, but I will begin. The first four
8 numbers of the phone number are 171, last two digits
9 71.

10 (No response.)

11 MR. JOHNSON: Okay. The next, the first
12 four digits are 1410, last two digits are 17.

13 (No response.)

14 MR. JOHNSON: Remember, you have to unmute
15 your phone.

16 (No response.)

17 MR. JOHNSON: Okay. I will begin with the
18 next. The first four digits that appear on my screen
19 are 1931, last two digits 97.

20 (No response.)

21 MR. JOHNSON: Okay. The next number, first

1 four digits are 1570, the last two digits are 75.

2 (No response.)

3 MR. JOHNSON: Okay. On our call -- again,
4 moving to the next. The first four numbers are 143,
5 last two digits are 08. If the last two digits of your
6 phone number or your call in number ends in 08?

7 (No response.)

8 MR. JOHNSON: Okay. And the next are
9 beginning with 410, the last two digits are 00.

10 (No response.)

11 MR. JOHNSON: Okay. The next our digits,
12 the first four digits 1703, the last two digits are 97
13 -- 92. I'm sorry, 92.

14 (No response.)

15 MR. JOHNSON: All right. Our next number,
16 first four digits 1717, last two digits 72.

17 MR. DRESSLAR: Hi. That's the phone number
18 for John Dresslar with Myers and Stauffer.

19 MR. JOHNSON: Thank you. The next number,
20 first four digits are 1816, the last two digits are 41.

21 (No response.)

1 MR. JOHNSON: Thank you. The next, the
2 first four digits are 1443, last two digits are 40.

3 MS. LINDEMANN: Good afternoon. This is
4 Annette Lindemann with LD Consulting. Thank you.

5 MR. JOHNSON: Thank you, Ms. Lindemann. I
6 will continue. The first four numbers are 1612, the
7 last two digits are 98. I believe Ms. Charlise
8 Jefferson is on the line. She is our, one of our
9 coordinators as well. I don't want to mess up your
10 name. Is it Senthil Ramiah?

11 (No response.)

12 MR. JOHNSON: Ms. Tammy Bemske?

13 MS. BEMSKE: Hi. I'm Tammy Bemske. I'm with
14 Myers and Stauffer.

15 MR. JOHNSON: Thank you. Ms. Booker?

16 MS. BOOKER: Yes. I'm Monique Booker with SB
17 & Company.

18 MR. JOHNSON: Thank you. Ms. Gray?

19 MS. GRAY: Yes. This is Pam Gray with SB &
20 Company as well.

21 MR. JOHNSON: Is it S-B?

1 MS. GRAY: Yes. SB & Company.

2 MR. JOHNSON: And company. Yes, ma'am.
3 Thank you. Ms. Mary Rulow?

4 MS. RULLOW: Yes. Good evening. My -- I'm
5 Mary Rulow with Bert Smith & Company. Good afternoon.

6 MR. JOHNSON: I'm sorry, can you say that
7 again?

8 MS. RULLOW: I am Mary Rulow with Bert Smith
9 & Company.

10 MR. JOHNSON: Thank you.

11 MS. RULLOW: Thank you.

12 MR. JOHNSON: Ms. Lisa Ritter?

13 MS. RITTER: Lisa Ritter with Maher Duessel.

14 MR. JOHNSON: Ms. Rachelle Ogun?

15 MS. OGUN: Sure. It's Rachelle Ogun with
16 Maher Duessel.

17 MR. JOHNSON: Thank you everyone. All
18 right. I have somewhat of a script here. So I will
19 give you our order of service. For our agenda for the
20 today, it will be sign-in sheet introductions. We'll
21 have the procurement process by myself, yours truly.

1 Because this procurement does have a Minority Business
2 Enterprise goal, Ms. Janelle Robinson, Director of the
3 Office of Minority Business Enterprise for the Maryland
4 Department of Health will join us and discuss that.
5 The scope of work will be explained by Ms. Thelma
6 McClellan, Deputy Director of the Office of Finance and
7 Medicare Program. We will have questions, and then we
8 will adjourn.

9 I have a little script here. I always warn
10 everyone, I am originally from Little Rock, Arkansas --

11 THE REPORTER: Yes, ma'am. Ms. Kathy?

12 THE REPORTER: I'm sorry. She muted herself.
13 I was hearing some interference from Ms. Rulow.

14 MR. JOHNSON: Okay. I am originally from
15 Little Rock, Arkansas. I grew up in the Baptist
16 Church. I have a script in front of me, however, I may
17 stray from time to time to give you just a little bit
18 more information. All right. So we try to make sure
19 that we care clear and transparent as possible. And
20 then we'll follow up with some questions. Again, when
21 we are asking questions I do ask, again, that you state

1 -- if you have any questions state your name, your
2 organization or business, and then your question. And
3 then we do ask that you follow up in writing with your
4 questions for the record. All right.

5 So I'm going to probably turn off my camera
6 here so you don't see me looking down the entire time.
7 All right. So good afternoon and welcome. My name is
8 Calvin T. Johnson from the Office of Procurement and
9 Support Services, OPASS for short. I am here to help
10 you understand the process for this procurement. If
11 further clarification is needed after this meeting I
12 can be reached by email at
13 mdh.solicitationquestions@maryland.gov Many of you
14 have also reached out to me via email at
15 calvin.johnson@maryland.gov Either is fine. Both will
16 receive a response either way.

17 This meeting is to review the request for
18 Proposal for the Medicaid agreed upon procedures
19 reviews and accounting and consulting services related
20 to capitated rate setting for Managed Care
21 Organizations (MCOs) and medical regulations compliance

1 auditing for MCOs and Disproportionate Share Hospitals
2 (DSH) MCOs. Or for short, we call it MCOs for the
3 State of Maryland. The Department intends to make a
4 single award as a result of this RFP. So we don't
5 continue to call it that long name, we usually refer to
6 it in short as the MCO RFP.

7 There is a sign-in sheet available that is in
8 the chat. If you have not, we will make that sign-in
9 sheet available to you all. We do ask that you do
10 follow up with your email address. If you are logged
11 in already, there is a sign-in sheet, it's in the chat
12 function. You are able to sign in. And if you are
13 prompted to, it may prompt you to ask for permission
14 from myself, which will be immediately granted.

15 As you may know, the contract resulting from
16 this solicitation is approximately five years, one
17 month base, with a one two-year option.

18 I'm sure that I -- of course, I always --
19 although I do have the procurement in front of me, I
20 always ask that the MDH program staff also have the --
21 I'm sure that they already have the solicitation in

1 front of them as well. But if there are any page
2 numbers out of whack as I am reading, please feel free
3 to correct me.

4 There are minimum qualifications for this
5 solicitation, beginning on page one of the
6 solicitation. I will say that how it's saved on Word
7 and how it's saved on the pdf form may change the
8 format a little bit. But again, page one, Section 2,
9 contractors requirements/scope of work, beginning on
10 page two of the RFP. As noted, the Maryland Department
11 of Health, Medicare Medical Program, Office of Finance
12 is issuing this proposal to qualified firms to perform
13 Medicaid agreed upon procedures review and accounting
14 and consulting services related to capitated rate
15 settings for Managed Care Organizations and medical
16 regulations compliance auditing for MCOs and
17 Disproportionate Share Hospitals, DSH.

18 All subsequent documentation regarding the
19 solicitation will be posted to EMMA and the MDH
20 website. The MDH website [https://health.maryland.gov/
21 procumnt/pages/procopps.aspx](https://health.maryland.gov/procumnt/pages/procopps.aspx) That is the website.

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1 Please remember that in order to receive a contract
2 award a vendor must be registered on EMMA.
3 Registration is free. Please review Subsection 2.4.2
4 for details.

5 I would like to stress to everyone today that
6 the questions asked during the question portion,
7 question and answer portion of this meeting be
8 submitted to the Department in writing for clarity
9 purposes. The questions and answers, along with the
10 minutes and other documents, if required, will be
11 posted on EMMA and MDH website. Any questions that are
12 asked that may change in nature the procurement, we
13 will make sure that any answers will follow in writing
14 for any formal changes to the proposal.

15 Carefully read Subsection 4.3, questions, on
16 page 43, regarding how to submit questions subsequent
17 to the pre-proposal conference. Questions to the
18 procurement officer, Ms. Queen Davis, shall be
19 submitted to mdhsolicitationquestions@maryland.gov.
20 Questions should also be submitted no later than five
21 days prior to the proposal due date. The procurement

1 officer, based on availability of time and resources to
2 communicate an answer, shall decide whether an answer
3 can be given before the proposal due date. Given that,
4 please try to submit your questions as soon as
5 possible.

6 Again, the contract resulting from this
7 solicitation will be in effect for five years, one
8 month, with a one two-year option. There is some
9 questions as to when this will begin. Thelma, do you
10 want to have a conversation on that or do you want to
11 (unintelligible).

12 MS. MCCLELLAN: Not at this time. Because
13 it's going to definitely, you know, it's going to
14 depend on when the solicitation is awarded.

15 MR. JOHNSON: Yes, ma'am. Thank you. I
16 believe that was one of the questions that we had
17 received. Carefully review the clause shown in
18 Subsection 4.3.2, page 51, payments by electronic funds
19 transfer. By submitting a response to this
20 solicitation the offeror agrees to accept payment by
21 electric funds transfer unless the State's

1 Comptroller's Office grants an exemption. Payments by
2 EFT is mandatory for contracts exceeding \$200,000.
3 This section goes on -- goes into detail as to how to
4 register or request an exemption.

5 The points of interest -- the points of
6 emphasis, I'm sorry, for this solicitation. "A," the
7 procurement method used in this solicitation is
8 competitive sealed proposal. There are several steps
9 involved in this method. Your attention to this
10 solicitation document is crucial to the successful
11 submission of your proposal.

12 Offeror's minimum qualifications, Section 1.
13 The offeror's minimum qualifications is listed in
14 Section, I believe it should be Section 1, Subsection
15 2.2, on page 23, as noted, the bidder must provide
16 proof with its bid that all minimum qualifications have
17 been met.

18 The scope of work requirement listed in
19 Section 2, Subsection 20.2.3 begins on page two. This
20 is the meat of the solicitation that will give you a
21 clear understanding of what the Department expects of a

1 successful offeror and the provisions of services.
2 Please note, someone representing the program will give
3 further emphasis on the scope of work.

4 Section 2, Subsection 4, deliverables and key
5 performance indicators.

6 The next point of emphasis is proposal
7 format. Offerors are required to submit their response
8 to the RFP in two parts, which is identified in Section
9 5, proposal format, beginning on page 75, submission
10 requirements. Again, I want to stress to you that the
11 proposal shall be submitted in or attached in two
12 volumes. Volume 1, technical proposal, sealed
13 separately. Or in our case, in COVID times, we say,
14 now we're saying attachment. And Volume 2, the
15 financial proposal. What we will say is, due to COVID,
16 we have -- we will be changing the requirement to -- in
17 this particular section. We are requiring that the
18 technical and financial proposals be emailed, which is
19 stated in the key information form. We do ask that
20 Volume 2, the financial proposal, come with a password
21 encryption for the financial forms. Once the technical

1 evaluations are evaluated I will contact the qualified
2 offerors for the password to their financial proposals.
3 Again, financial proposals should arrive attached in
4 the same email. However, with a password encrypted
5 financial form. Once the technical proposals are
6 evaluated, as the contracting officer, I will then
7 reach out to the qualified offerors and ask for the
8 password to allow the staff, the Procurement Committee
9 to respond and open and evaluate the financial
10 proposals.

11 Subsection 5.1, proposal, on page 552.
12 Technical proposals listed, list all the documents and
13 information required for your technical proposal.
14 There is a, I believe it's a 29 -- Janelle, please
15 correct me if I'm wrong, it's a 29 percent MBE and one
16 percent VSBE for this contract? Following the number
17 of technical proposals required --

18 MS. ROBINSON: Calvin?

19 MR. JOHNSON: Yes.

20 MS. ROBINSON: I'm sorry. It's a 25 percent
21 MBE goal.

1 MR. JOHNSON: Twenty-five.

2 MS. ROBINSON: And a one percent VSBE.

3 MR. JOHNSON: And one. Thank you. A 29
4 percent -- I mean, 25 percent MBE goal, and a one
5 percent VSBE goal.

6 MS. ROBINSON: Yes.

7 MR. JOHNSON: Thank you. The following
8 number of technical proposals are required: One
9 electronic copy sent via email, in Microsoft Word
10 format. A second electronic copy searchable pdf as
11 well in the same format for Public Information Act
12 requests. This copy shall be redacted so that
13 confidential or proprietary information has been
14 removed. An amendment will follow this pre-proposal
15 conference which will limit and change the amount of
16 proposals that are required. So because we live in
17 COVID, I mean, in our current era we would typically
18 require four copies, an electronic copy and a number of
19 disc copies as well. However, in our current state we
20 are requiring that the bidder provide an electronic
21 copy via email and a redacted electronic copy as well.

1 The electronic copy of the financial page as well. To
2 simplify the submission, Subsection 5.3, technical
3 proposals, on page 76 show where documents and
4 information should be included in your technical
5 proposals.

6 Section 5.4, volume financial proposal, found
7 on page 84. A separate sealed, in our case for sealed
8 we are saying that it is password protected, proposal
9 aside from the technical proposal, clearly marked, is
10 acceptable. The financial proposal instructions can be
11 found on pages 94 through 100 of the solicitation. For
12 the purposes of this procurement the financial
13 proposals are included and formatted in Excel form,
14 which has also been attached as well. As previously
15 mentioned, comments and notes regarding the financial
16 proposal forms are found beginning on page 94. Is
17 there any questions regarding the Excel financial
18 worksheets, worksheet for that matter, or the Excel
19 documents, please direct them to myself and I will
20 bring them to the attention of the program staff.

21 The evaluation criteria and selection

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1 procedures are outlined in Section 6, beginning on page
2 85. Your proposals will be evaluated by a committee
3 organized for that purpose and shall be based on the
4 criteria set forth in the RFP. The technical criteria
5 listed in descending order of importance can be found
6 in Subsection 6.2, on page 85, with the financial
7 proposal criteria listed also on Subsection 6.3, on
8 page 85.

9 The selection procedures is highlighted in
10 Subsection 6.5, page 86. As noted, the contract will
11 be awarded to the responsible offeror that submits the
12 proposal determined to be the most advantageous for the
13 State considering the technical evaluation factors and
14 the price factors as set forth in the RFP.

15 Documents required upon notice of
16 recommendation for contact award is listed in
17 Subsection 6.6, page 87. Other than composing your
18 technical and financial proposals, the most important
19 matter is to have your proposal submitted by the date
20 and time, and the correct email address, which is going
21 to be my email address, which is

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1 calvin.johnson@maryland.gov Therefore, any proposals
2 that are submitted at 2:01, after -- and, again,
3 therefore, your proposals are due no later than March
4 29, 2021, at 2:00 p.m., local time. If you hit that
5 button at 2:00 and it doesn't get to us until 2:01, I
6 can't help that. So please do everything you can, we
7 have to have the documents by 2:00 p.m. The address,
8 again, my email address is found on the key information
9 summary sheet. No proposal will be accepted after 2:00
10 p.m. Please note that the proposals are to be emailed,
11 again, to calvin.johnson@maryland.gov

12 And the only way, again, to submit your
13 proposal is electronic email. Just remember that after
14 this pre-proposal conference the prospective offerors
15 may have questions answered that may help them
16 understand the RFP. Please keep in mind that questions
17 to your -- answers to your questions, if they are
18 significant in nature, shall be posted to EMMA,
19 eMaryland Marketplace Advantage, and the MDH website.
20 Therefore, please allow sufficient time for this to
21 occur.

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1 Again, if you have any comments or questions
2 about the procurement process you may contact me at the
3 email address mdhsolicitationquestions@maryland.gov or
4 calvin.johnson@maryland.gov

5 I will also -- I will now introduce -- and if
6 there are no more questions I will introduce Ms.
7 Janelle Robinson. She will discuss our MBE
8 requirements.

9 MS. ROBINSON: Hi. This is Janelle Robinson.
10 I am the Director of the MBE Program for the Department
11 of Health, as Calvin said. I'm just going to go
12 through a couple of things about the Minority Business
13 Enterprise goal and the Veterans Owned Business goal
14 for this solicitation. And then if you have any
15 questions you can either ask me. I'm called in by
16 telephone, so I can't see the chat. You can either
17 ask via phone or you can email Calvin and he'll get the
18 question to me, and I'll make sure it gets answered.

19 The MDOT certified MBE utilization and fair
20 solicitation affidavit, which is attachment D1, must be
21 fully and accurately completed and submitted with the

1 technical proposal of your -- I'm sorry. I'm sorry.
2 -- in Tab "0" of the technical section of your bid or
3 proposal. Failure to do so will result in your bid or
4 proposal being deemed nonresponsive. On the D1 form
5 you must first acknowledge and express your intention
6 to meet the overall MBE goal percentage established for
7 this solicitation. As no subgoals have been
8 established for this solicitation, do not enter any
9 information regarding the percentages for African
10 American, Hispanic American, Asian American or women-
11 owned businesses in section 1.

12 The MBE participation schedule should include
13 the names of the minority business enterprises that you
14 intend to use to meet the required MBE goals, along
15 with their federal employment identification number,
16 their MDOT MBE certification number, as well as their
17 certification category. Only MDOT MBE certification is
18 acceptable. MBE certification from another entity or
19 jurisdiction will not be accepted. Additionally, the
20 percentage of the total contract value to be provided
21 by the particular MBE should be entered, as well as the

1 specific description of the work that is to be
2 performed by that particular MBE.

3 MBEs must be fully certified at the time of
4 your -- at the time of submission of your proposal.
5 MBE prime contractors may count 50 percent towards the
6 established subcontracting goal.

7 Within 10 working days of receiving notice
8 that your firm is the apparent awardee, you must submit
9 your outreach efforts compliance statement, attachment
10 D2, and your subcontractor project participation
11 certification, attachment D3.

12 You may request a waiver of the MBE goal.
13 And within 10 working days of receiving notice that
14 your firm is the apparent awardee, you must submit all
15 required waiver documentation in accordance with COMAR
16 21.11.03.10.

17 Please carefully review the liquidated
18 damages provisions in the solicitation regarding
19 compliance with MBE rules and regulations.

20 The VSBE utilization affidavit and
21 subcontractor participation schedule, attachment E1,

1 must be fully and accurately completed and submitted in
2 Tab "O" with your bid or proposal. Failure to do so
3 may result in your bid or proposal being deemed
4 nonresponsive. On the E1 form you must first
5 acknowledge and express your intention to meet the
6 overall VSBE goal percentage established for this
7 solicitation. The VSBE subcontractor participation
8 schedule should include the names of the Veteran Owned
9 Business Enterprises that you intend to use to meet the
10 required VSBE goal along with their DUNS numbers.
11 United States Department of Veterans Affairs and
12 Maryland Department of Veterans Affairs certifications
13 are acceptable. VSBE certifications from other
14 entities or jurisdictions will not be accepted.
15 Additionally, the percentage of the total contract
16 value to be provided by the particular VSBE should be
17 entered as well as the specific description of the work
18 that is to be performed by that particular VSBE.

19 Within 10 days of receiving notice that your
20 firm is the apparent awardee, you must submit your
21 subcontractor project participation statement,

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1 attachment E2.

2 You may request a waiver of the VSBE goal,
3 and within 10 working days of receiving notice that
4 your firm is the apparent awardee you must submit all
5 required waiver determination in accordance with COMAR
6 21.11.13.07.

7 And I just want to stress how important these
8 forms are. If these forms aren't filled out completely
9 and accurately, the rest of your proposal will not be
10 looked at. So I just want to make sure that everyone
11 understands that if they have any questions, if they
12 need any clarification, please feel free to ask because
13 I -- we hate to have to turn away bids or proposals for
14 silly clerical errors that people have made.

15 So if anybody has any questions, I'm here.
16 And if not, feel free to email Calvin and you can ask
17 me later. He'll get the questions to me.

18 MS. BEMSKE: Hi. This is Tammy Bemske with
19 Myers & Stauffer. I do have one question about the
20 subgoals. Can you confirm that there are no subgoals
21 in this procurement?

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1 MS. ROBINSON: Sure. Can you hear me?

2 MS. BEMSKE: Yes.

3 MS. ROBINSON: Okay. Yes. There are no
4 subgoals. The MBE goal is 25 percent, and the VSBE
5 goal is one percent.

6 MS. BEMSKE: Thank you.

7 MS. ROBINSON: Uh-huh.

8 MR. JOHNSON: Thank you, Janelle. Again, if
9 you are an MBE, or (indiscernible) please feel to reach
10 out if you're having any confusion on the paperwork.
11 Again, we never enjoy throwing out anyone based on a
12 clerical error. So please complete the forms.

13 Our next speaker is Ms. McClellan.

14 MS. MCCLELLAN: Hi. This is Thelma
15 McClellan. As Calvin stated, I am the Deputy Director
16 in the Office of Finance for MDH, and I serve, again,
17 as the contract monitor.

18 I am not going to read everything, as you all
19 have the RFP. I'm just going to give you a high level
20 brief of the scope of work for this solicitation.

21 The state issued this RFP for the purpose of

1 receiving services for Medicaid agreed upon procedure
2 reviews and accounting and consulting services related
3 to capitated rate setting for Managed Care
4 Organizations and medical regulations compliance
5 auditing for MCOs and Disproportionate Share Hospitals,
6 also known as DSH. Included within these services is a
7 requirement to perform medical loss ratio examinations
8 of MCOs.

9 The Center for Medicare and Medicaid
10 Services, CMS, requires an independent agreed upon
11 procedures review to be conducted for all MCOs to
12 calculate reports and use in the development of
13 actuary sound rates. The contractor shall primarily
14 conduct a Medicaid managed care organization, agreed
15 upon procedures review for all MCO providers to be able
16 to assure the State that the expenditures of the MCO
17 are accurately reported in accordance with appropriate
18 regulations.

19 For States to receive federal financial
20 participation for DSH payment federal law requires
21 states to submit an independent certified audit and an

1 annual report to the Secretary describing DSH payments
2 made to each DSH hospital. The report must identify
3 each DSH proportional share hospital that receives a
4 DSH payment adjustment and provide any other
5 information the federal government needs to ensure the
6 appropriateness of the payment amount. The annual
7 certified independent audit includes specific
8 verifications to make sure all DSH payments are
9 appropriate.

10 The contract will assist the State in meeting
11 its federally mandated requirements for Medicaid
12 reimbursement for Disproportionate Share Hospitals and
13 rate setting requirements for Managed Care
14 Organizations. The State is not required to provide
15 any facilities or equipment necessary for contract
16 performance under the contract. All Medicaid audit
17 work will be performed at the provider audit site and
18 the contractor's office. The State is responsible for
19 providing the required updated list of Managed Care
20 Organizations and Disproportionate Share Hospitals to
21 the contractor to facilitate the contractor's

1 performance of the work. There are currently nine MCOs
2 and 31 eligible Disproportionate Share Hospitals.
3 However, each of these lists can vary from year to
4 year.

5 That's it, Calvin.

6 MR. JOHNSON: All right. Do we have any
7 questions?

8 (No response.)

9 MR. JOHNSON: No questions? Okay. Well, if
10 you have questions, and this is not the platform you
11 that you want to have those discussions on, please,
12 again, feel free to email me those questions or email
13 the questions to mdhsolicitationquestions@maryland.gov
14 and we will get you a response to those questions. Any
15 questions that are asked will be posted to EMMA, if
16 substantive in nature, in general, will be posted to
17 EMMA and the MDH website.

18 Ms. Kathy, are we clear on all the
19 information? Were you able to hear everything, all
20 names, everything that you need to hear.

21 THE REPORTER: Well, you are going to get me

1 a list, correct?

2 MR. JOHNSON: I'm going to try to get you a
3 list. But if, again, I have a list of emails here of
4 the individuals who have emailed me. If I need to go
5 down and ask for names one more time, I will definitely
6 do so.

7 THE REPORTER: I would rather, if you could,
8 have them email you their name and their firm name so I
9 can --

10 MR. JOHNSON: I can do that.

11 THE REPORTER: And then you could just send
12 them all to me in one document, if that's possible. I
13 hate to spell anybody's name incorrectly.

14 (Whereupon, at 1:53 p.m., the meeting
15 was adjourned.)

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CERTIFICATE OF NOTARY

I, Kathleen A. Coyle, Notary Public, before whom the foregoing testimony was taken, do hereby certify that the witness was duly sworn by me; that said testimony is a true record of the testimony given by said witness; that I am neither counsel for, related to, nor employed by any of the parties to this action, nor financially or otherwise interested in the outcome of the action; and that the testimony was reduced to typewriting by me or under my direction.

This certification is expressly withdrawn upon the disassembly or photocopying of the foregoing transcript, including exhibits, unless disassembly or photocopying is done under the auspices of Hunt Reporting Company, and the signature and original seal is attached thereto.



KATHLEEN A. COYLE
Notary Public in and for
the State of Maryland

My Commission Expires: April 30, 2022

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